

RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

February 6, 1998

RJR Account #462720

Mr. J. LaFlamme
N.H. TOBACCO

MARCH CTS: DORAL 1/2 CARTON PURCHASE / PROMOTION #800027

Dear Jeff:

DORAL pre-sleeved product (6M) has been ordered for you to ship to participating retail accounts on the attached Customer List. Refer to the Customer List for specific product distribution.

PO #030298

DORAL BRAND STYLES	#/ (6M) Cases	UPC Code
Light	4	12300-24995
Light 100	4	12300-24996
Full Flavor 100	4	12300-24997
Ultra Light 100	4	12300-25051
Light Menthol	2	12300-24998
Light Menthol 100	2	12300-25050
Full Flavor Box King	2	12300-25055
Light Box King	2	12300-25056

Product Arrival:

March 2, 1998

Ship Date to Retail:

Week of: March 9, 1998

EFT \$ Amount:

\$7,374.76

Promotion Description:

'Pre-Sleeved' product will arrive in plain white cartons; two 5-pack sleeves per carton. Each 6M case contains 60 5-Pack offers. Ship designated quantity of sleeves to listed retail accounts.

51844 9281

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you \$6.00 per live 12M case for all product packed and shipped to retail on a timely basis. This equates to \$72.00 (12 (12M) case(s) @ \$6.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: H. Battle
L. E. MacWilliams

Enclosure: Customer List
Promotional Flyer

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

D-HLFCTN.DOC

51844 9282

VAP DIRECT ACCT NAME	DIR ACCT SUPPLIER#
N H TOBACCO CORP	904524
N H TOBACCO CORP	919159
N H TOBACCO CORP	909598
N H TOBACCO CORP	921007
N H TOBACCO CORP	
CASES	